Exercise 1.1

The following questions has been designed based on Professional Investigator Manual, Chapter-1, Investigation Management

1. What is investigation?
2. Define investigation from management perspective:
3. What are the primary purposes of an investigation?
4. What is defalcation?
5. What are the considerations for an investigation?
6. Define the investigative functions at case level:
7. Define the investigative at the strategic level?
8. What are the qualities of an effective investigation
9. Who will ensure that the investigation are present at the case and strategic level of investigation?
10. The most difficult requirements for the investigator is to maintain……..
11. Many investigations are founded or working…….
12. The hypothesis is appropriately used as a tool as long as it remains within…….
13. What is the common mistake of inexperience investigation?
14. What shall an investigator do to aid in maintaining objectivity?
15. What is crucial for successful outcome of a case?
16. The investigation accomplishes an air of objectivity by choosing….
17. During investigation, the first and foremost, the investigator must project……..
18. Corroborating important aspects through different sources is a proven means of……..
19. In the interest of thoroughness, a balance must be drawn between……..
20. What is the key determinant of relevance?
21. What can arise and become extremely relevant in any type of investigation.
22. What is the least accurate forms of investigative information.
23. In the corporate environment, most credible information on losses, several harassment and other reportable incidents come from…….
24. Sound investigative technique dictates……
25. If an informant is the only source of key data, the informant should be tested at least for……..
26. Who should be carefully evaluate all investigative input?
27. Accuracy is also a key element in……..
28. Three things important for an investigation:
29. Why it is important to conduct an investigation as soon as an incident is reported?
30. Once an investigation is under way it should be completed in ……. to conserve resource, allow operations to return normal as soon as possible, and deter other potential wrongdoers.
31. What reflect the professionalism of the investigation.
32. What is the impact of rush investigation?
33. In which type of case resolution can be achieved?
34. What can help to minimize the problem of unrealistic expectation as an outcome of investigation?
35. Public sector organization’s activities are often measured in terms of ……..
36. A crime scene investigation is an example of …….
37. The primary purpose of a private sector security organization is to…….
38. Why in many cases, the public law enforcement agency having jurisdiction decides not to investigative an incident?

39. What are points that distinct private sector and public sector investigation?
40. The value of private sector investigative capabilities are frequently measured in terms of ……
41. The interest of the private sector enterprise may be best served by some combination of……
42. Which investigation is broader in scope? Public or corporate?
43. What are the points that must be consider n determining investigation outcomes
44. Who should be always consulted before making any decision regarding the outcome of the investigation?
45. In private sector, a formal relationship should be formed between the ……
46. What are the basic functions of management?
47. What are the three levels of investigation in which it should be managed?
48. At which level of investigation legal counsel should be involved?
49. What are the issues at strategic level?
50. What are the functions of operations level?
51. What are the issues at operational level?
52. What are the issues at case level?
53. Goals and objectives are critical to the investigations functions at which level of investigation?
54. Objectives are based on….
55. Objectives can be used to gauge ….
56. Specific, measurable goals are also known as…….
57. How investigation metrics can be used?
58. Any investigative strategies developed must be compatible with the ……
59. When developing the tactical objectives for an investigative project, the IU Chief should consult…….
60. A significant issue that transcends the three levels of investigation management is that of ……
61. What can seriously damage the effectiveness of an IU?
62. In order to be effective in gathering, corroborating, and integrating facts, investigators and IU rely on their……
63. A reputation for unethical behavior has a significant adverse impact on that …….
64. For small organizations with infrequent investigative needs, the use of an outside agency or contract service (outsourcing) is……..
65. The primary **goal of** a compliance investigation is to…..
66. In almost all **situation**s, what is a major factor in the decision to outsource or maintain an internal investigative capability?
67. What is included in investigative cost elements?
68. What can be used to determine whether to outsource the investigative unit?
69. To predict investigative budget, what is the best approach?
70. What are the advantages of internal investigation sources?
71. What are the advantages of outsourcing?
72. What are the disadvantages of outsourcing?
73. What are the disadvantages of internal investigative resources?
74. Optimally, the structure of an investigative function is …
75. Investigative needs generally arise on…..

76. How the investigative mission fits into an organizations?
77. The chain between source of investigation and investigation decision maker should be long or short?

78. If litigation is expected or some culpability of the company is suspected, the investigator should deliver the report directly to and only to the….
79. The reporting chain for investigative information or results is critical and can affect…….
80. Does the reporting chain requires to follow the day to day organization chart?
81. What are the key considerations in selecting the physical location and layout of IU?
82. Define the space of an IU:
83. For a corporate investigative function, outsourcing can mean……..
84. The decision to outsource and the outsourcing approach are usually based on…
85. The specialized services that are commonly called on to support corporate investigation are…….
86. It is recommend that vendors be preapproved through a……..
87. What are the responsibilities of IU Chief after being selected the vendor?
88. Ultimately, the responsibility for ensuring the proper training, and licensing of contract investigators lies with the…….
89. The structure and operation of an organization's investigative function can have a great impact on…….
90. The IU is given credibility and authority through a functional charter issued by……..
91. What is outlined by the policy statement?
92. To estimate the appropriate size of the unit, what is necessary to consider?
93. What is considered to determine the unit size?
94. Selecting professional personnel is an important aspect of setting up a …
95. An important factor is evaluating candidates(investigator) is the……
96. Which skill is considered as the most critical for an investigator?
97. The **core** of any investigation is….
98. What are the skills that make a man good investigator?
99. The best investigators are people who have ……..
100. In many respect, an investigation is ……..
101. What are the consideration that should be given to prepare temporary or long term evidence storage?
102. Budgets and financial management are always important issues, particularly when……..
103. The lifeblood of the investigative mission is…….
104. An employee hot line is…….
105. What are the four key areas of managing an investigation?
106. What is meant by lapping?
107. What is meant by embezzlement or defalcation?
108. What is meant by skimming?
109. One particularly important but often neglected type of investigation is ……
110. What are the principle resources of an investigation unit?
111. Why investigative funding needs are often difficult to project?
112. Justifying investigative budget requests is a…..
113. What can significantly improve the response to funding requests?
114. What represents the largest budget items for an IU?
115. Define the investigative life cycle?

116. Most credible information on losses, sexual harassment, and other problems comes from …….
117. What are the management responsibilities in investigation phase?
118. Case assignment in larger units(with several investigators) may be based on ….

119. What is the ultimate consequence of poor case assignments?
120. Whose function is to manage an investigation assignment ledger?
121. What are the factors that affect an investigation production?
122. Documentation and record keeping are tedious but important aspect of…….
123. What are the key issues in managing the IU?
124. What are the some investigation responsibilities that often neglected but important for effective operation of the unit?
125. Investigative objectives must be…….
126. When a case file should be established?
127. In investigation, best idea often result from …
128. What are the tasks that needed to be undertaken by the lead investigator?
129. Typically, investigative results are conveyed in……..
130. In investigation, legal matters must be considered for two reasons, what are the reasons?
131. What is invaluable in operation of an effective IU?
132. For organization that requires frequent, large, or more complex investigations, what is advisable?
133. An important aspect of investigative management, which often receives less attention than is warranted, particularly in the private sector, is that of …..
134. What is the consequence of improper handling of investigative information?
135. What is OPSECC?
136. What are the five cyclical steps included in OPSEC?
137. An important rule of thumb is never to underestimate the lengths to which ……..
138. During investigation process vulnerabilities can be …….
139. What are the factors an investigative risk analysis based on?
140. A countermeasure against information risk is……..
141. Do you think culture is an issue in investigation?
142. What is the difference in multinational and international investigation?
143. What are effect of working relationship with foreign counterpart or supporting agencies?
144. If you are paying for information who should be consulted first?
145. What is the most significant problem in international investigation?
146. What is the best way to help to ensure the an appropriate case conclusion?
147. In every case effective and reliable investigations are……
148. What are the types of investigation?
149. The initiation event in a private sector incident investigation is ……..
150. Which investigation is one of the most common type of investigation?
151. Who usually performs the incident investigation inquiry?
152. What is the most common form of workplace embezzlement?
153. Who should approve the investigation protocol?
154. The inquiry report of incident investigation is often a ……
155. An important subcategory of constructive incident investigations is …
156. Write an important characteristic of workplace investigation?
157. What is the best way to prepare for misconduct investigation?

158. Does an experienced corporate investigator use techniques to induce an innocent person to confess guilt?
159. What can significantly impair the reputation of fairness in a corporate setting and thus damage the credibility of and confidence in the IU and individual investigator?
160. What are the suggested practices in misconduct investigation?

161. What is the main goal of an overt surveillance?
162. What are the focusing points of misconduct investigation?
163. If you are owner of a company, what are the decision you should take before misconduct investigation is initiated?
164. What are the principal characteristics of internal theft?
165. What is the significant source of loss worldwide?
166. Workplace violence investigation is generally considered one component of……..
167. The best prevention of exposure to workplace violence is …….
168. What are the results of substance abuse?
169. Security and investigative professionals should remain alert to the …….
170. What is the purpose of corporate compliance program?
171. A corporate compliance program encourages ……..
172. What is the key element of compliance program?
173. What can significantly reduce losses in most corporate and organizational environment?
174. The efficacy of the hot line can be enhanced through …….
175. Records and database checks represent a……
176. What are the key component of an investigation?
177. What is meant by surveillance?
178. The primary purpose of surveillance is to …….
179. What are the categories of surveillance?
180. What is ABC method?
181. Write about computer forensic:
182. Define force multiplier in investigation?
183. What are the three important force multiplier in investigation?
184. What are the major cautions needed to be consider during online research?
185. Define liaison in investigation:
186. Professional relationships are established through ……..
187. An excellent opportunity for establishing liaison contacts is through…….
188. In the global business environment, liaison relationships are ……
189. What is required after a liaison is established?
190. A key asset of any investigator or IU is…..
191. One high structured form of liaison is the…..
192. When parochialism can occur?
193. What is the result of parochialism?
194. Is there any effect in reporting chain when JTF is established?
195. What is the result of reporting chain confusion?
196. Can intelligence information play role of force multiplier?

Exercise 1.2

Using only Chapter 2, Undercover Investigations, of the Professional Investigations Manual, answer the following questions:

1. When undercover investigation should be undertaken?

2. What is critical to success of an undercover investigation?
3. What quality is essential for an undercover investigation?
4. Following the undercover investigation, what is critical?
5. How to avoid many problems during an undercover investigation?
6. What is the potential problem in an undercover investigation?
7. What is the result of if employee made aware about undercover investigation before its completion?
8. To prevent a compromise or unwanted exposure of an undercover investigation……
9. Who should be informed about undercover investigation in an organization?
10. For what undercover investigation is preferred?
11. Which investigation is least understood and most underused?
12. What is the chief distinction between undercover and other type of investigations?
13. The sub-rosa aspects of the investigation center on the true identity of the investigator, called the……
14. Along with interviewing, undercover investigation is a form of…….
15. Undercover investigation should only be conducted when……
16. What is the requirement of an undercover investigation?
17. During undercover investigation, what is the result of professional pursuit of information?
18. Undercover investigation is dictated when ……
19. Conversion means……
20. Undercover investigations should not be used to ……
21. What are the circumstances when an undercover investigation should not be dictated?
22. Is it permissible to use an existing a union employee for undercover role?
23. What are the five distinct phases of undercover investigation?
24. What is the key to an undercover investigation?
25. In the planning and preparation phase of undercover investigation some activities take place which are……
26. Who should be included in undercover investigation?
27. The risk embezzlement may be greater in an organization where……
28. The objectives of an undercover investigation could include……
29. If you are using an agency to conduct the undercover investigation, what should be checked first?
30. For the most part, today's professional corporate undercover investigators are…….
31. Undercover investigators come in ……
32. What are the personal factors to consider whether the undercover investigator fits to conduct the investigation?

33. What are crucial for the successful outcome of an undercover investigation?
34. The most important activity for an undercover operative is …….
35. What are some best internal positions for the undercover operative?
36. The investigator can be placed into a cover position in two ways. These are ……..
37. What is meant by cold hire in undercover investigation?
38. What is meant by controlled hire in undercover investigation?
39. What should be included in the cover story of the undercover operative?
40. When an information gathering phase of an undercover investigation can begin?

41. What are the assets of information gathering phase?
42. Who are included in the project management team of an undercover investigation?
43. Who can break the undercover investigation?
44. Once undercover investigation begins, the investigator will first engage in …….
45. Define the role of project manager during an undercover investigation:
46. What skills make a person makes good project manager for an undercover investigation?
47. Who is the primary point of contact during an undercover operation?
48. Why legal counsel is included in undercover investigation?
49. In which type of cases law enforcement can play a critical role (Undercover Investigation)?
50. What is the most fundamental form of communication during an undercover investigation?
51. Is there any requirement for daily report in undercover investigation?
52. One of the most popular formats for investigates reports today is ….
53. How structured narrative investigative reports are presented?
54. How narrative reports are written?
55. The undercover investigative summary is written in the …….
56. The frequency of undercover investigative summaries depends upon the needs and desire of ……
57. What is special report?
58. Does there any requirement of conventional or wireless communication in undercover investigation in these days?
59. The person designated to maintain and archive the closed case file of undercover investigation is called the……
60. The case file of undercover investigation includes sections……
61. What is the most critical component of the entire undercover investigation?
62. Interviews that follow an undercover investigation often begin with…….
63. Information in undercover investigation can comes from …….
64. Once the discipline and corrective actions have been taken after undercover investigations, all files, records, tapes, and evidence should be provided to …….
65. No discussion regarding employee misconduct is complete without……
66. Generally, workplace crime is a function of three fundamental elements, these are ……
67. Frequently, supervisor and manager are not equipped with the skills or tools necessary to prevent problems from recurring. What can help in this case?
68. What is the most frequently debated subject in undercover investigation?
69. The best time to remove the operative from undercover operations is …….
70. To remove undercover operative sooner from undercover operation sooner…….
71. Following a highly visible workplace investigation, communication should be open with……

72. While undercover investigations can reveal a host of loss prevention issues, two types have become common in recent years, what are these two types?
73. Define entrapment?
74. During the undercover operations, to overcome from any potential allegation of entrapment, what the operative should do?
75. During undercover operations, the operative can qualify themselves from any potential allegation of entrapment through……
76. During the undercover operations, what are the guidelines for workplace drug purchases?

77. To avoid any allegation of entrapment, what the operative should do?
78. All workplace drug buys should be done under the control and supervision of …..
79. In the workplace drug investigations, the operative should purchase the small quantity the dealer willing to sell. The employer must only demonstrate that …….
80. During workplace drug investigations, best or larger buys of drugs should be made……..
81. The focus of the workplace investigation should be workplace issues and misconduct, not the ……..
82. How to preserve the operative's credibility while working during an substance abuse undercover investigation?
83. How you can prove an investigator is not a substance abuser?
84. Does employee prosecution provides any return to the company?
85. Can undercover investigation be used to determine theft in workplace?
86. Which investigation is mirror to any other undercover investigation?
87. What can play a significant role in any theft investigation?
88. In one of the most basic tactics used to investigate employee theft is …
89. A well-known undercover axiom says that where one finds substance abuse one will also find……..
90. The prudent undercover investigator looking to solve a theft problem should first look for a……..
91. What is buy bust?
92. What is meant by sting operations?
93. How invisible evidence markers are used?
94. The most common and most economical form of corroborating evidence is……..
95. What makes a drug investigation stronger?
96. In theft investigation, the operative should purchase a……..
97. In theft investigations, how multiple purchase helps?
98. Recoveries can be a big part of ……..

Exercise 1.3

Using only Chapter 3, Due Diligence, of the Professional Investigations Manual

1. What is due diligence investigation?
2. What is the result if failure to exercise due diligence?
3. Common business usage defines due diligence as …..

4. Due diligence loosely means……
5. Due diligence is originated in …….
6. What are the types of due diligence investigation?
7. When due diligence investigations are valuable?
8. The standard of due diligence investigation depends on……
9. What is emphasized in due diligence investigation?
10. Failure to exercise due diligence-due care in investigation can result in….
11. One of the most important reasons for conducting due diligence investigation is……
12. Does due diligence investigation has effect while transaction with other parties?
13. Wider due diligence investigations may also examine……
14. In due diligence investigation, the difficulty of obtaining the information depends on…….
15. One common error in due diligence investigations…….
16. Verification of information from primary sources is critical to…….
17. Comprehensive, cohesive due diligence investigations are not only effective but also critical in …….
18. A good due diligence investigation is the necessary cornerstone for…….
19. A poorly executed due diligence can……
20. While due diligence investigation does not guarantee the success of a venture, it provide …….
21. How a strong due diligence investigation can raise issues?
22. If the best practices are followed, the due diligence report serves as…..
23. What is the first step in any due diligence investigation?
24. The key to a good diligence investigation is to …….
25. What are the primary sources of due diligence investigation?
26. What are the secondary sources of due diligence investigation?
27. To receive the right type of service, the client of a due diligence company should provide …….
28. For a successful outcome of investigation what is critical?
29. How should be the report of due diligence?
30. The demand for international due diligence is heightened by…..
31. What is crucial to the success of any acquisition?
32. What considers an acquisition in the context of its industry?
33. What is key component of merger and acquisition activities?
34. About 75 percent of all mergers and acquisitions fail to live up to expectations, this is often due to lack of …….
35. What are the facts that should be considered when conducting due diligence?

Exercise 1.4

Chapter 4 of Professional Investigation Manual "Background Investigation & Pre-employment Screening

1. Who can wreak and havoc with an enterprise?
2. Define background investigation:

3. Why legislation in many countries is restricting pre-employment evaluation and screening?
4. What are the primary loss prevention strategies?
5. The best way to reduce internal theft is to……..
6. What can help minimize the risk of liability for improper hiring?
7. Who will be held responsible for the on-duty or job-related negligence of employees?
8. Workplace violence is a serious concern for……
9. What is the fourth leading cause of fatal occupational injury?
10. Everyone involved in a business- whether an owner or employee – is harmed by …….
11. In the United States, the vast majority of current illicit drug users are…….
12. The primary purpose of a background investigation is to……..
13. From a legal perspective, pre-employment investigations provide organizations mitigation from…….
14. A pre-employment screening program benefits business in …….
15. To develop effective background investigation and pre-employment screening program …….
16. Ideally a team of security and human resource professionals should be tasked with …….
17. Because of the myriad judicial and compliance issues associated with collecting and using personal information, legal counsel …….
18. Screening program vary from organization to organization, depending on few factors…….
19. In today's global business environment, security practitioners face unique challenges in …….
20. What makes employee screening more complex?
21. In the United States, access to personal information, such as credit, insurance and criminal history is governed by …….
22. What are the common functions of Pre-employment screening program?
23. Write the seven steps of a comprehensive pre-employment screening policy:
24. What described in job description?
25. What is crucial to the success of the pre employment screening program?
26. The standard of proof necessary to refuse to hire the applicant is……..
27. A background investigation initially focuses on ……..
28. What provides the first indication of whether an applicant is qualified for a position?
29. It is important for a company not to accept a résumé in lieu of …….
30. What should be the main source of data gathering for employers?
31. What is the basic starting point for pre employment screening?
32. Who could be an excellent source of reference during pre employment screening?

33. What is the most common pre employment screening method?
34. What is an important tool in pre employment screening process?
35. What are the categories of application falsification?
36. What are the red flags in early application review?
37. What length of gap in employment history should be investigated?
38. The initial interview during pre-employment screening provides …….
39. A cooperative effort within the organization will result in…….
40. What type of investigation a background check is?
41. Background investigation or screening actively searches for……..
42. What is the goal of a background investigation?
43. Define pre employment screening:
44. What you will include as the process of pre employment screening?

45. The policy regarding drug testing must be communicated to…..
46. The main goal of psychological test is to ……..
47. What are the types of psychological test?
48. The personality test is particularly helpful in determining……
49. Personality tests provide a psychological measure of an individual's basic characteristics such as…….
50. Define integrity or honesty testing:
51. Integrity or honesty testing is generally broken into…..
52. Overt or direct integrity testing asks explicit questions about……
53. Indirect integrity testing examines concepts such as …….
54. The result of psychological testing should be used as only one of the factors in ……
55. What are the intelligence tests?
56. What is aptitude test?
57. What is the quickest method of background investigation?
58. To conduct pre-employment screening investigation, the three most common resources are ……..
59. If any department in an organization assigned to conduct pre-employment investigation, that department will need……
60. During pre employment screening, when data analysis begins?
61. The employment application should state that material omissions and misstatements are grounds to…….
62. What will affect the future of background investigation?
63. Pre-employment screening is an essential component of…….

Exercise 1.5

Answer below questions using the Chapter 5 of Professional Investigation Manual "Interview & Interrogation"

1. What is the purpose of an investigation?
2. What are the three tools an investigator uses?
3. The principal tool of obtaining information is …….
4. What is considered as the most critical aspect of an investigation?
5. The value of each interview or interrogation is based on ……..
6. The most prize talent an investigator can have is the……..

7. Throughout the process of interview or interrogation, it is vital to conduct interviews in accordance with …….
8. Information obtained from investigations can be used to……..
9. Where an interview maybe conducted?
10. When an interview become an interrogation?
11. Define an non-accusatory interview:
12. An undercover investigation in the workplace uses the terms……
13. Define an investigatory interview:
14. What is an interview?
15. What is an interrogation?
16. What is the key difference between an interviews and interrogation?
17. Define interrogation, confrontational interview or investigatory interview:
18. Does general interview is a non-accusatory interview?
19. What is a confrontational interview?
20. Who is a suspect?
21. Who is witness?
22. In the most basic sense, the purpose of an interview is to …….
23. In interview, questioning techniques should be …….
24. The lease four objectives in an interview……..
25. The characteristic of general interview are…..
26. The characteristics of confrontational interview…….
27. To achieve the goal of the interview- truthful information- the interviewer must recognize……..
28. What are the Maslow's human needs?
29. The theft triangle consists of:
30. A major factor in obtaining a confession is the…….
31. What sets the tone of the interview?
32. What indicates professionalism and expectation of a successful interview?
33. By utilizing the floating point strategy of continuously re-evaluating a hypothesis as information is obtained, an investigator can…….
34. Give a characteristic of an inexperienced investigator:
35. What are the characteristics of active listening?
36. Enlisting the cooperation of the interviewee is the key to a…….
37. The most important factor of a successful interview is……..
38. A good interviewer does not assume……..
39. Untruthful interviewees often experience a …….
40. An investigator should take a number of actions in preparation for an interview. What is the most critical of these preliminary actions?
41. Optimally, before the interview, the interviewer knows few elements in detail, what are these elements?
42. How an interviewer can establish a rapport easily?
43. What aids in accurate evaluation of the interviewee's truthfulness?
44. Which type of investigator can go to great lengths to conduct a personality profile to identify an individual's mental, emotional and psychological characteristics?
45. What included in investigation action plan?
46. An interviewer who is in doubt as to the proper course of action should consult with ……..
47. The interviewer should consider a number of factors in planning the interview which is……
48. The choice of interview site depends on…….
49. A witness who has no other apparent involvement in the matter under investigation may be interviewed in……..
50. Which location would be preferred for a subject who is expected to be uncooperative?
51. Flexibility and adaptability are required in…….

52. The need for interviewee confidentiality may dictate that the interview be conducted in……
53. Describe an interview room:
54. Generally, during the interview the distance between the subject and the investigator should be ……
55. Why the interview subject should always have a clear path to the room's exit?
56. To obtain accurate information, interviewers should interview only……
57. Write about time issues during an interview:
58. In an incident investigation, when should be the interview conducted?
59. In a business situation, the interview should be conducted during ……..
60. Write the descending priority of questioning witnesses:
61. The offender or offending group or hostile witnesses is interviewed…….
62. Can random questioning bring success to an interview?
63. Why the investigator may want to have a second person in the interview room?
64. If a witness to interview is present, he or she should sit to……..
65. If the interviewer and interviewee are of different sexes, it may be wise to include in the interview a witness of…….
66. If interviewee confidentiality is concern, the interviewee should sit…….
67. Write about the use of audio or video tool during an interview:
68. When an interview needs to be recorded without the interviewee's knowledge, prior consultation with…….
69. If the interviewee does not consent and discreet recording is not feasible, the interviewer must take…….
70. Write few elements an interview recording should capture:

71. What are the primary question an interviewer should ask an interviewee before the interview begins?
72. Someone who is excessively active, has dilated pupils, hasn't eaten or slept in days may be under the influence of …….
73. Does they physical and psychological condition of the interviewee have an effect?
74. What is Stockholm Syndrome?
75. What is Pygmalion effect?
76. What is the main concept of Pygmalion effect?
77. A person who is physically debilitated or psychologically stressed should not be subjected to a ……
78. Effect of prejudice in an interview:
79. Give an example of tort of slander:
80. Does age have any effect on interview process?
81. What are the key steps to take at beginning of an interview?
82. The function of the interviewer is to …….
83. What is essential to establish rapport during an interview?
84. What should an interviewer do if an interviewee verbally attacks him / her?
85. What is "Yes Conditioning"?
86. During interview, the rapport between interviewer and interviewee can be accomplished by using…….
87. During interview, maintaining eye contact with the interviewee by the interviewer promotes……..
88. The interviewer should begin with what type of questions?
89. The initial question in the interview is normally ……
90. What are the common two types of questions asked during an interview?
91. To put an interviewee at ease, the beginning of the interview should contain what type of question?
92. In the primary phase of interview, what type of question can occur?

93. The basic interrogatives (who, what, where, why, and how) are most useful in formulating……
94. The open ended questions elicit a…….
95. During the interview, the leading questions should be……..
96. What are the verbal responses?
97. What are the non verbal responses?
98. Write few cautions that need to be respected during an interview process:
99. What are the indicators of truth?
100. What are the lie signs?
101. Deceptive subjects respond to questions with…….
102. What are the characteristics of pathological liars?
103. A verbal response coupled with nervous laughter or a wisecrack is a common attempt to…….
104. What are the signs of truthful person?
105. What are the signs of deceptive person?
106. Nonverbal behavior is responsible for…….
107. Physical activities of the deceptive person may be categorized into the general types…….

108. Physical deceptive activities grooming gestures and cosmetic adjustments include……
109. Physical deceptive activities supportive gestures include ……..
110. The posture of truthful people during interview which are…….
111. The posture of a deceptive people which are……..
112. An important nonverbal sign is…….
113. Deceptive people generally do not look directly at the interviewer; they look……
114. What is the cornerstone of any investigation?
115. The interviewer who shows respect for the culture of the interviewee will establish …….
116. What is the history of BAI?
117. Define BAI
118. Common investigation questions are:
119. How you will define behavior provoking question?
120. Write few examples of behavior proving questions:
121. Give an example of purpose question?
122. Give an example of you question:
123. Give an example of knowledge question:
124. Give an example of suspicion question:
125. Give an example of vouch question:
126. What is considered the most effective process for persuading a deceptive suspect to tell the truth?
127. The Reid Nine Steps of interrogation process is generally conducted only when……
128. What are the steps of Reid Nine?
129. Define positive confrontation phase:
130. How to handle denials?
131. How innocent suspect reacts during interview?
132. Most suspect’s objection statements can be categorized in two general groups…….
133. Give example of trait objections:
134. Give examples of factual objections:
135. While converting an confession into written, what are the formats that can be used?
136. State few characteristics of confrontational interview: